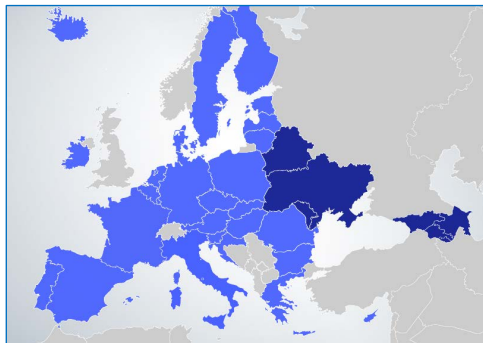


INTO THE SUN
MISSION AND B2B
DELEGATIONS FROM GEORGIA, ITALY,
MOLDOVA, LITHUANIA
Monday, 27 September – Friday, 1 October 2021



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PROJECT PARTNERS – MISSION PARTNERS – SUPPORTED BY

PROJECT PARTNERS



MISSION PARTNERS



SUPPORTED BY



EU4Business

EUROCHAMBRES

ABOUT INTO THE SUN PROJECT

Four Business Support Organisations (BSOs) from Georgia, Lithuania, Italy, and Moldova have launched “Into the Sun” project with the financial support of the EU4Business initiative of the European Union.

The project goal is to strengthen the bio/organic food sector in the Eastern Partnership (EaP) countries, improving the quality of organic agriculture by bringing farmers and food processors together while also promoting their visibility.

The objective of the actions to be implemented is to enhance the trade relationship and open business opportunities between EaP countries and EU member States by providing the Georgian and Moldavian organic food producers/processors with guidance on entering or expanding their presence on the EU market, equipping them with information regarding trade benefits and helping to foster business linkages.

The project objective is achieved by organizing Business-to-Business (B2B) meetings, participating in a trade fair <https://expocook2021.b2match.io/> , networking, business mentoring, personalized coaching, and innovation support activities.

The B2B event will take place in Sicily, on the 28th to 30th of September, 2021 during Expocook Online Experience fair <https://expocook2021.b2match.io/>.

Expocook is dedicated to the world of Ho.Re.Ca. in its broader sense, high-quality food & beverage, professional equipment, hotelier, tourism and related areas.




















20 SMEs (5 from each partner country) selected through this project will have a chance to participate in the B2B events as well as visit the trade fair. It is the perfect opportunity for SMEs to make valuable connections and develop partnerships.

Each SME selected for the project will receive specialized and customized mentoring services for 16 weeks, before, during and after the B2B events. The trainings will provide the opportunity to acquire knowledge and the necessary tools to tackle internationalization themes.

When implementing these actions, the project team also aims to encourage business connections between Georgian and Moldavian SMEs selected throughout the project. This will enable them to strengthen the organic food value chain by linking different stakeholders from the value chain (for example, Moldavian primary food producers and Georgian food processors) and as a result, create a final product targeting the EU market, share best practices and ensure cooperation between companies.

The B2B event as well as the personalized mentorship packages are fully funded by the EU4Business initiative.

MISSION PARTICIPANTS

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MISSION MANAGERS

MISSION MANAGERS - GEORGIA



Ana Akopashvili
Mission Manager

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Ana Akopashvili is a senior researcher at Georgian Farmers' Association (GFA), the largest sectoral association in Georgia. She is responsible for developing and implementing the Market Price Information System as well as carrying out ongoing research and analytical projects.



Rati [Irakli] Kochlamazashvili
Deputy Chairman

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Rati [Irakli] Kochlamazashvili serves as a Deputy Chairman at the Georgian Farmers' Association (GFA), the largest sectoral association in Georgia. He leads the analytical department and the farmer's council, which serves as a mandated body to promote and ensure farmers' and agribusinesses' interests. In particular, Rati represents GFA in outreach – communicating with farmers and agribusinesses, media, government and donor communities.

Furthermore, Rati serves as an expert on Food and Agriculture Market Systems and Value Chains, Agriculture and Rural Development Policy, Rural Economic Diversification, Agritourism, and Access to Finance for Farmers, Cooperatives and Agribusinesses. He is an experienced moderator, lecturer, trainer, and presenter who has been working with various types of stakeholders across Georgia and abroad.

MISSION MANAGERS

MISSION MANAGER - ITALY



Daniela Giada Platania
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Giada Platania is the Head of the Foreign Affairs Unit at Sicindustria.

She is project Manager of Enterprise Europe Network (EEN), the EU Commission Network, which supports SMEs interested in growing in the international markets and improve their R&I level, and is in charge of other international projects.

In Sicindustria, she is also the liaison person with the Regional and Local Authorities for all the foreign issues and the regional development policies.

MISSION MANAGER - LITHUANIA



Tautvydas Pipiras
Project Manager

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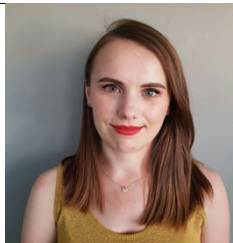
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Tautvydas Pipiras is a project manager at Lithuanian Innovation Centre, he puts his heart and soul into coordinating, accelerating, and supporting the development of the Lithuanian innovation ecosystem to make Lithuania a hotspot for innovative business. He is the local manager of the various business support initiatives contributing to the growth of local businesses and consolidating European countries towards boosting the innovation and start-up ecosystems in the region. For more than four years as a project manager at Lithuanian Innovation Centre, his career spans across various international innovation projects while providing support services for enterprises and business organizations.”

MISSION MANAGERS

MISSION MANAGER - MOLDOVA



Victoria Ceban
Executive Director

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Victoria Ceban is the Executive Director of the Moldova Organic Value Chain Alliance (MOVCA) - the only representative of organic agriculture in Moldova. She is in charge of the association and project related activities.

AgroStore/Siamo



Zurab Alavidze
Director



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DESCRIPTION OF THE COMPANY

Agrostore's Organic Farm is located in Eastern Georgia very close to Mount Caucasus.

At our farm we grow Berries, Hachiya Persimmons & Mixed Vegetables from mid-May until late fall.

In addition, we produce premium craft alcohol drink - PERSIMMON CHACHA and CRAFT TEA.

At the same time, we have developed full cold supply chain from farm to shelf, we collect fresh produce from neighboring farms and process. Our fresh produce is sold in Georgia, Gulf & CIS countries.

OBJECTIVES

To increase brand awareness and to find potential clients.

MISSION PARTICIPANTS

BPC



Ana Abashidze
Co-founder, Product Development
Manager



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DESCRIPTION OF THE COMPANY

BPC specializes in organic and conventional juice products made from wild rosehips, sour cherry, pomegranate, apples. The abbreviation BPC refers to Bio Products, which have been the main focus of the members founding this family business.

The production technology is mainly based on Georgian traditions and adjusted to wide production with much care, in order to achieve products' highest possible naturalness and functionality. BPC is the first Georgian company producing BIO and USDA Organic certified juice, prepared from locally grown plants.

OBJECTIVES

To increase brand awareness and to find potential clients; Get to know more about Bio production and certification, innovations and cutting edge technologies in this field.

MISSION PARTICIPANTS

GeoFlower - Montea



Ana Khetsuriani
Marketing Director



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www.instagram.com/montea.ge

DESCRIPTION OF THE COMPANY

GeoFlower collects, processes and dries the freshest, cleanest and most healthful fruits and medicinal plants that Georgia has to offer. From crisp wild apples and refreshing wild mint to flavorful forest pears and exotic sea-buckthorn, everything is grown in the unspoiled mountainous villages of Georgia. All products are completely organic and free of chemical additives. As a result, all of the company's dried fruits and medicinal plants retain their authentic flavor and natural taste.

Tea “Montea” is a trade brand name of GeoFlower.

The idea to produce premium single Estate organic tea was born in 2016. We found, selected and rehabilitated the tea plantation in the highest located village in Georgia. Our tea garden is surrounded by forests and mountain ridges which makes the highest quality tea. The company adheres to international standards, such as ISO 22000, Fair Wild and Organic.


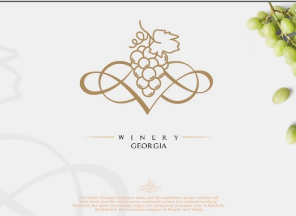
OBJECTIVES

To increase brand awareness and to find potential clients for organic fruits, herbal and classical teas.

MISSION PARTICIPANTS

Four Sisters



	
<p>Iamze Natroshvili Founder</p>	<p>Vachnadziani, Georgia M: +995598122995 E: inatr2015@agrni.edu.ge W: https://www.facebook.com/Inatrewine https://www.instagram.com/wineinatre/</p>

DESCRIPTION OF THE COMPANY

"Four Sisters" is a brand name of family owned winery founded by four sisters.

One of us is 25 years old winemaker with a master's degree in Enology and Viticulture.

Although there is only one winemaker in the family by the profession, the whole family is engaged in the wine-making process as a part of our family tradition.

We have decided to make our farming more organic and for this aim we have been using only biopesticides since 2017.

OBJECTIVES

To increase brand awareness and to find potential clients.

MISSION PARTICIPANTS

Mandzula's Cellar



Salome Mandzulashvili
Deputy Director



Mandzula's Cellar
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DESCRIPTION OF THE COMPANY

In the heart of Georgia, in the sunny Kakhetia, in the village of Chikani there is a house surrounded by vineyard, where for many generations the wine is born.

It's kept in coolness of marani (cellar) and takes its beginning on the sun drenched grape vine.

This grape vine is tended by Giorgi Mandzulashvili. He is a young ambitious man whose goal is to introduce Georgian wine to the world. "**Mandzula's Marani**" vineyard is located in "Saperavi" geographic zone and produces Biodynamic and natural Kvevri Wine.

OBJECTIVES

To get more information about organic farming and to learn from the experiences of other farmers and to exchange ideas.

We have a mission to introduce Georgian wine to the rest of the world, to increase our brand awareness and to find potential clients.

MISSION PARTICIPANTS

Udabno

Georgia



Elene Dalakishvili
Sales Manager



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<https://www.linkedin.com/company/udabno-llc/?viewAsMember=true>

DESCRIPTION OF THE COMPANY

The agropreneurial company **Udabno** is transforming over 7,500 hectares of land in Kakheti – eastern region of Georgia into an agricultural hub and sustainable tourism destination.

The Project aspires to cultivate a partnership with local farmers and assist in their ongoing growth and development.

A 2,000 hectare almond orchard has already been successfully established with a plan to expand annually. Udabno offers 4 different varieties of almond: Supernova, Guara, Soleta and Lauranne.

OBJECTIVES

To increase brand awareness and to find potential clients.

MISSION PARTICIPANTS

Alagna Vini



Antonio Alagna
Export manager



The image shows the Alagna Vini logo, which includes a silhouette of a building and the text 'BAGLIO BAIATA' above 'ALAGNA'. Below the logo is a row of various wine bottles on a dark shelf.

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DESCRIPTION OF THE COMPANY

Alagna Vini is an historical brand.

SICILIAN WINES: Appassimento red wines, Grillo, Nero d'Avola, Syrah, Red wines, Different types of Marsala, Cremovo, Flavored Marsalas, Vermouth, Zibibbo, Moscato, Holy church wine, Almond wine, Cooked grape must, Super Sicilian Lanni' red wine, Fortified wines, Orange wine, Almond Marsala, Coffee Marsala, Bag in Boxes, Malvasia, Collection vintage of Marsala (1999),

BULK WINE/PLASTIC TANKS/WOODEN BARRELS: It sells bulk wine in different formats (Plastic tanks/ bag in boxes / Wooden barrels) from 5L to 60L for food / ice cream and other wineries

PRIVATE LABELS and CUSTOMIZED PROJECTS: It can make private labels and it has many parallel brands. Furthermore, it can develop new projects for its clients such as Gift packaging, customized packaging, customized wines,...

OBJECTIVES

Propose our high-quality wines, to new countries and customers.

Propose our wine tours.

Exchange know how with other.

MISSION PARTICIPANTS

Azienda Agricola Carbona/Centro Carne

Italy 



Vito Di Benedetto
Owner



Il gusto del successo

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<http://www.perlagola.it/>

DESCRIPTION OF THE COMPANY

Vito Di Benedetto is the owner of two companies.

Agriturismo Carbona, rural farm, produces organic extravirgin olive oil, olives, citrus fruits, wine. It is a small resort, where people can organise events and weddings.

The farm offers also educational activities.

Centro Carne SpA, is a leader in the production and process of high quality meat from Italy and abroad.

With its own brand "Perlagola" the company sells all over Italy.

OBJECTIVES

Find new customers for the Agriturismo and Perlagola.

Exchange of know how and explore new joint projects.

Buy international high quality meat.

MISSION PARTICIPANTS

Campo d'Oro



 <p>Paolo Licata Owner</p>	 <p>Contrada Scunchipane, 92019 Sciacca (Agrigento), Italy T: +39 0925 80100 E: licata@campodoro.com W: https://www.campodoro.com/en/</p>
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DESCRIPTION OF THE COMPANY

For more than 32 years **Campo d'Oro** has been producing a line of more than 150 gourmet specialities that mirror Sicily's culinary traditions.

All the raw ingredients are processed using artisan methods, straight after they have been harvested or picked, and promptly transformed and packaged using top notch machinery. There is no addition of chemical additives or use of colourings. This entire process upholds the standards set out by the following bodies ISO, IFS, BRC, Bio Organic, Kosher Siks, FDA. The company has received several awards

Products/Services: The portfolio ranges from Antipasti, Olives, Pesto, Tomato Sauces, Pates, Jam and Sweet Creams, Preserves, Oil, etc.

OBJECTIVES

The company is interested in finding new customers for their products

It is also interested in buying raw materials, sunflower oil, seed oils, honey, semifinished products, glass jars.

MISSION PARTICIPANTS

Enoteca Picone

Italy 



Giacomo Picone
Owner

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PICONE
1946

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DESCRIPTION OF THE COMPANY

Enoteca Picone is a family business, run for more than 70 years, Enoteca Picone, Wine&Gourmet Shop in Palermo, is a must for for those seeking the right bottle of wine or champagne, beers, wines or spirits, and tasty gastronomic delicacies.

OBJECTIVES

The company is interested in finding new suppliers for their business.
It is also interested in partnering to organise food courses.

MISSION PARTICIPANTS

Lisciandrello/Vino Veritas



Giuseppe Lisciandrello
Owner



Azienda Agricola
Lisciandrello

VINOVERITAS

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<https://www.vinoveritasenoteche.wine/>

DESCRIPTION OF THE COMPANY

Giuseppe Lisciandrello is the founder and owner of two businesses.

Azienda Agricola Lisciandrello is located between San Cipirrello and San Giuseppe Iato villages, in the countryside near Palermo, Sicily. The company produces a variety of high quality wines.

The farm carves out a part of the hills, romantic and disputed places for centuries by ancient populations.

Tasting a grape means hearing what the earth has to say, listening to what the vineyard, an old friend, has to express. Walking through the vineyards is therefore no longer a visit, but an emotion.

Vino Veritas is the brand of two very well-known wine/gourmet shops and restaurants located in Palermo.

Giuseppe is today a point of reference in the wine world and manager of the only Sicilian reality marked by the three Gambero Rosso corkscrews.

OBJECTIVES

The company is interested in finding new customers for their products.

It is also interested in buying wine and gourmet food.

MISSION PARTICIPANTS

MB Apetitus

Lithuania



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Dalius Raškinis
Director

DESCRIPTION OF THE COMPANY

MB Apetitus is a wine shop and educational center of wines.

The wines offered by MB Apetitus are authentic, long-established products of family businesses, small producers, well-known and sought after by wine enthusiasts worldwide and even by top-notch restaurants.

OBJECTIVES

It has a special interest in high-quality wines, sparkling and Port wines.

MISSION PARTICIPANTS

MB Mokslo ekstraktai

Lithuania



Giedrius Šernas
Director



**NATIONAL
FOOD
CLUSTER**
Lithuania

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DESCRIPTION OF THE COMPANY

Ecoextractum company specializes in the production of CO2 extracts and sale of subcritical CO2 extraction equipment.

The objective of the company is to provide the customer with high quality pure product, while implementing environment-friendly manufacturing processes and procedures. CO2 extracts are a great raw material for cosmetic products, food supplements, aromatic products etc. Attention is paid to the gathering of initial botanical raw materials, in order to achieve the largest possible amount of its valuable components in the while maintaining the highest quality product for the customer. We concentrate on the most suitable parameters of the production which allow us to produce the required composition of the product. All of our products undergo strict quality control processes. Our company offers a wide selection of production extracts and can complete individual orders upon request.

OBJECTIVES

To increase brand awareness and to find potential clients.

MISSION PARTICIPANTS

UAB Natūralūs Vynai

Lithuania



Vitalija Urbonaitė
Co-owner of company, main manager



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DESCRIPTION OF THE COMPANY

I am co-owner of italian pasta and natural wine bar called **Le Travi**.
Our concept is simple: menu changes every day, only fresh small organic producers produce.
We believe in nature and respect it a lot.
Sustainability is our motto.

OBJECTIVES

Looking for all ingredients for cooking, machinery, wine and possible employees.

MISSION PARTICIPANTS

UAB RUTA

Lithuania



	
<p>Rolandas Pridotkas Director</p>	<p>Tilžės g. 133, LT-76349 Šiauliai, Lithuania M: +37064508404 E: r.pridotkas@ruta.lt W: http://ruta.lt/en</p>

DESCRIPTION OF THE COMPANY

RŪTA produces a wide range of high quality products. The chocolate collection includes a variety of product with fillings including: nuts, caramels, truffles, dragée, creams, fruits, jellies, sugar-free products, environmentally-friendly products, chocolate figurines, marzipan and other delicacies. The range is both handmade and machine produced.

RŪTA Chocolates are known worldwide with a presence in not only Lithuania, but also in Germany, Estonia, Latvia, Ireland, Great Britain, Russia and other countries.

At present RŪTA is a middle-sized company with 240 employees, seven sweet production departments, technological and microbiological laboratories, in which the quality of raw materials, semi-manufactures and ready production is monitored. There are eleven RŪTA branded shops throughout Lithuanian.

OBJECTIVES

Looking for local distributors, retailers.

MISSION PARTICIPANTS

UAB SIAIVA

Lithuania



<p>Raimondas Krištaponis Director</p>	<p>Biržų g. 16, LT-44139 Kaunas, Lithuania M: +37069848981 E: raimondaskristaponis@yahoo.co.uk W: http://vidurzemiodelikatesai.lt/</p>

DESCRIPTION OF THE COMPANY

UAB Siaiva is a family run company born in 2008 which imports high quality gourmet products from different Mediterranean countries in Lithuania and in the Baltic countries. Nowadays the company imports and distributes more than 800 kind of gourmet products such as cheese, wine, ham, olive oil, sauces, patè and soon from the Mediterranean countries. The company owns an exclusive fine stores called 'Mediterranean delicacies' located in Kaunas.

OBJECTIVES

Company looks for variety of gourmet snacks: olives, cheeses, serano and parma ham, fuet, tuna, anchovies, sweets, etc.

MISSION PARTICIPANTS

LANACOMLUX LTD (Oro del Bosco)

Moldova 



Svetlana Nițoreanu
Director

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DESCRIPTION OF THE COMPANY

LANACOMLUX LTD (Oro del Bosco) is a company involved in agriculture, founded in 2015. owns an organic hazelnut orchard, located in Grigorievca village, Causeni district. The company has an ecological certificate since 2019, also the company has a certificate of planting material. The activity is carried out on the domestic market of Moldova, but the export of products is expected.

MISSION PARTICIPANTS

Natur Perpetua LLC



Violeta Primac
Director

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DESCRIPTION OF THE COMPANY

Natur Perpetua LLC is a company founded in 2017 and we specialize in the cultivation and freezing of organic sea buckthorn.

MISSION PARTICIPANTS

Prograin Organic LLC

Moldova



Aliona Vasilica
Quality Manager

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DESCRIPTION OF THE COMPANY

PROGRAIN ORGANIC L.L.C., founded on April 21, 2015, is the first company from Republic of Moldova, which has invested in the value chain of organic cereals.

Together with a group of Moldovan farmers, we are committed to supply you with high-quality organic products that are fully traceable from the field to the fork.

OBJECTIVES

To supply to our customers high-quality organic products that are fully traceable from the field to the fork.

MISSION PARTICIPANTS

IO Bîrnaz Victor Nicolai

Moldova



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<p>Bîrnaz Victor Nicolai Director</p>	

GȚ "Bîrnaz Victor Nicolai" was founded on 06.05.1999 by Bîrnaz Victor on an area of 2,04 ha, being registered in the hall of Chetrosu village, Drochia district. From its establishment until 2012 GȚ "Bîrnaz Victor Nicolai" grown cereals, sunflower and sugar beets. But on small areas due to natural hazards, these crops did not bring essential profits. That is why in 2012 Bîrnaz Victor decided to set up a vineyard and strawberries planted on an area of 0,23 ha (protected land). Before the establishment of GȚ plantation "Bîrnaz Victor Nicolai" passes into the period of conversion to organic farming, concluding a contract with the national certification body S.C. "ECO Certificate" S.R.L. The plantation is established with the implementation of measures to adapt to climate change.

PROJECT PARTNERS



The Georgian Farmers' Association (GFA) was founded in 2012 and is a non-commercial, non-for-profit legal entity. Currently, the organization unites about 4,000 farmers across Georgia. The Association acts as a facilitator between the government and farmers. GFA actions and initiatives are implemented in line with its mandate adopted by its members.

GFA works effectively with government agencies, contributed to the preparation of the Agricultural Development Strategy and participates in policy-making processes. The Association is a member of various governmental and non-governmental boards, such as the Georgian Chamber of Commerce and Industry (GCCCI) and the Georgian Alliance for Agriculture and Rural Development (GAARD).

In 2013, the GFA became a partner of COPA-COGECA, an agricultural union of European farmers and cooperatives.



ITALY – SICINDUSTRIA (SIC)

Sicindustria (SIC) is the regional branch of the leading business federation in Italy. In Sicily, SIC represents the interests of more than 3000 associated companies from all sectors and offers a wide range of services to SMEs and large companies.

SIC foreign affairs unit is a key player in supporting regional companies to go international. An experienced team assists SMEs in their internationalisation process with tailored services starting with the identification of international trade potential, development of market strategies, understanding of important cultural and non-technical issues, right up to the organisation of dedicated workshops and seminars and incoming or outgoing missions.

SIC is a partner of Enterprise Europe Network since 2008.



LITHUANIA – PUBLIC INSTITUTION LITHUANIAN INNOVATION CENTRE (LIC)

The Public Institution Lithuanian Innovation Centre (LIC) is a non-profit organisation, providing innovation support services to enterprises, research institutions, industry associations and business support organisations.

The main strategic goal of LIC is to increase Lithuanian international competitiveness by stimulating innovation in business.

This goal is divided into the following objectives:

- To foster capabilities of the companies to develop and implement innovation
- To accelerate commercialisation of advanced scientific achievements
- To decrease the risk of innovation implementation.

LIC specialises in the delivery of pro-active services to entrepreneurs, research organisations and policy makers in the context of innovation, internationalisation, partnership building, EU programmes, and SME access to finance.

LIC has extensive experience in creating incentives for SMEs involvement in transnational technology transfer and open innovation networks. In the last 10 years more than 100 matchmaking events (brokerage events and focused technology missions) were organized that encouraged partnership building and the take-up of innovative and environmental solutions within Lithuanian business.



MOLDOVA ORGANIC VALUE CHAIN ALLIANCE (MOVCA)

MOVCA is a non-governmental organization, non-profit, representative of agricultural producers, farmers' associations, distributors, importers, exporters, consultants, wholesalers and active supporters of organic farming. So far, we have established a successful long-term collaboration with important stakeholders from the sector: USAID Moldova, UKZUZ, CNFA, PIN, etc. by being flexible and open to cooperation.

MOVCA is the first and only representative association of the Organic Farming sector in Moldova. Since 2015, MOVCA has actively supported the development of the organic farming sector by pursuing the organizational mission, which consists of: promoting organic farming; increasing the consumption of ecological products; improving soil quality; supporting the green economy; contributing to the protection of the natural environment; increasing the number of organic producers and consumers.

